C1575-2A

a bobit publication

may 1991

automotive FLEET®

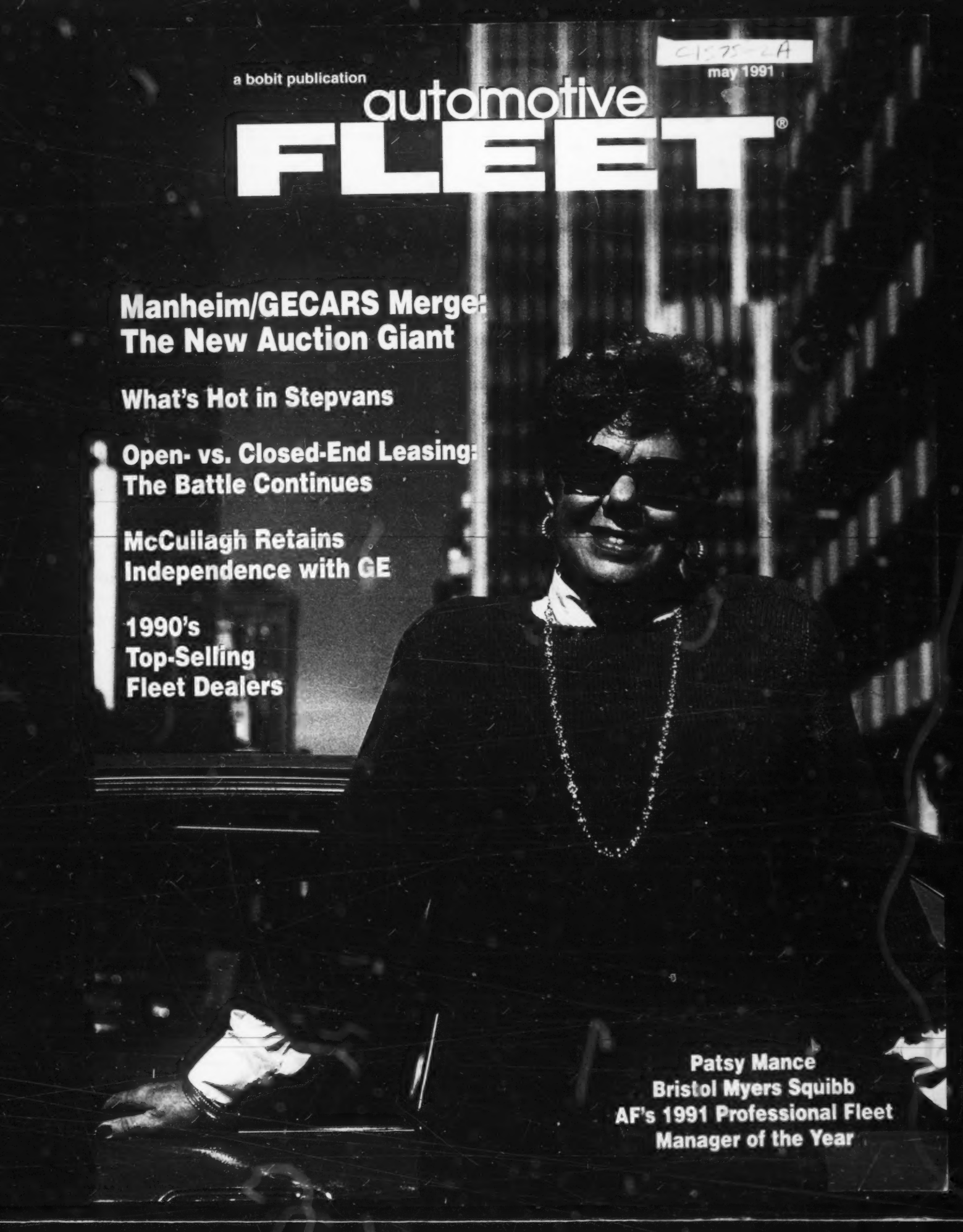
Manheim/GECARS Merge: The New Auction Giant

What's Hot in Stepvans

Open- vs. Closed-End Leasing: The Battle Continues

McCullagh Retains Independence with GE

1990's Top-Selling Fleet Dealers



Patsy Mance
Bristol Myers Squibb
AF's 1991 Professional Fleet Manager of the Year

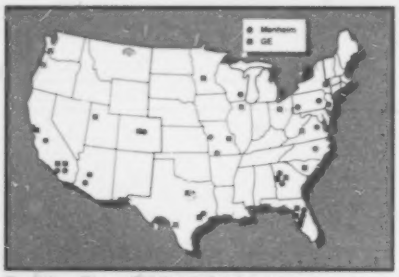
automotive
FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

May 1991
VOL. 30, NO. 7

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.



P. 26—The GECARS/Manheim merger created a network of 46 auctions.

P. 55—Easy entry and exit, and ample cargo space make stepvans popular vehicles for pickup and delivery.

On the Cover—The Professional Fleet Manager of the Year, Bristol Myers Squibb's Manager of Corporate Fleet Services Patsy Mance, stands in front of a New York backdrop. See page 22 for additional coverage of the Award and its winner.

Features

22 **Patsy Mance of Bristol Myers Squibb Winner of '91 Fleet Manager Award**
The first woman to win Automotive Fleet's *Professional Fleet Manager Award, Mance becomes the seventh recipient of the magazine's recognition of fleet manager excellence.*

26 **The Birth of a Giant: GECARS and Manheim Merge**
When GE Capital Auto Resale Services merged with Manheim Auctions, the industry's largest auction system was created, with expected sales to be $500 million annually.

30 **Preserving McCullagh's Market Identity is GE Capital's Goal**
GE Capital's desire to create a strong regional fleet market presence has been best served by allowing McCullagh Leasing to operate as a separate business entity instead of absorbing the company into GE Capital Fleet Services.

38 **Captive Finance Head Allays Banking Fears in CBA Keynote**
The keynote address at the Consumer Bankers Association's 1991 Auto Finance Conference was delivered by William Odom, chairman of Ford Credit, who stressed co-existence between bankers and captive finance companies.

40 **How to Use Outsourcing to Your Advantage**
Using fleet management companies for administrative functions can improve a fleet manager's chances of moving up the corporate ladder, because it provides the opportunity to take on additional managerial duties. Mallinckrodt's Sam Visintine explains how he put this theory into practice.

44 **Top Fleet Dealer Repeats in 1990**
For the fourth consecutive year, Ed Morse Chevrolet in Ft. Lauderdale, FL, earns top honors for total fleet sales in 1990. A complete listing of the top 10 fleet dealers by franchise is included.

52 **Open- Vs. Closed-End Leases: Which One Really Costs Less?**
A cost comparison reviewing the actual costs of lease types shows that closed-end leases may be more cost-effective than you think. Gary Tepas, president of Emkay, presents actual dollar costs for closed-end leases.

Truck/Van Section

55 **1991 Stepvan Market Offers a Range of Choices**
An inside look at the specifications and capacities of popular models from the four main manufacturers of delivery stepvans.

Departments

Letters	8	Retail Leasing	66
Industry News	12	Used-Car Prices	67
Hotline	21	New Products	68
Light Truck and Van News	60	Gas Prices/Classified	70
Personnel Personals	61	Ad Index/Calendar	71
Fleet Leasing	65	Editorial	72

AUTOMOTIVE FLEET® (ISSN 0005-1519) is published monthly except twice in April - Annual Fact Book issue, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $32 per year; Canada $40 per year; Foreign $50 per year. Single copy price – $3; Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes, *Auto Rental News, Bedroom, Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, Nail Technician News, and Showcase USA.*

Top Fleet Dealer Repeats in 1990

Ed Morse Chevrolet earned the honor of being the nation's top fleet dealer overall for the fourth consecutive year. AF recognized the top three fleet dealers by franchise at the recent Automotive Fleet & Leasing Association convention.

Ed Morse Chevrolet of Ft. Lauderdale, FL, has been named as the nation's top fleet dealer for the fourth consecutive year. During the 1990 calendar year, the dealership sold 60,085 fleet units, nearly doubling its 1989 tally of 35,489 vehicles sold.

The industry's top 54 fleet dealers were honored at an awards reception at the Automotive Fleet & Leasing Association's (AFLA) annual spring convention in Atlanta, GA. The award is presented annually by *Automotive Fleet* and recognizes the dealers who are among the top three sellers within their franchise organization, based on calendar year fleet sales figures.

Following Ed Morse Chevrolet in second place was Jordan Ford of Mishawka, IN, with fleet sales figures of 49,815. Third place was earned by Fairway Ford of Latrobe, PA, with fleet sales of 31,442 vehicles. Fourth place was awarded to another Chevrolet dealer, Prospect Motors of Jackson, CA, which sold 31,213 fleet vehicles during 1990.

The awards for the fleet sales were presented on April 27, 1991, at the 23rd Annual AFLA convention at the Ritz Carlton Hotel in Atlanta, GA. Plaques were presented to the top three winners from each of the major fleet lines.

1991 FLEET DEALER AWARDS

(For sales occurring in the 1990 calendar year.)

Buick	Dewey Hibben	Lupient Buick, Inc.	Minneapolis, MN	6,317
	Ken Carlson	Orange Buick-GMC Truck	Orlando, FL	4,983
	Harold Schaudenecker	Loren Buick, Inc.	Glenview, IL	4,898
	Manuel Escoto	Prospect Motors, Inc.	Jackson, CA	4,390
	Mary Anne DuCharme	Wm. Lehman Buick, Inc.	Miami, FL	3,536
	Walt Wray	Boulevard Buick-GMC Truck	Long Beach, CA	3,017
	Naomi Berndt	Grant Dean Buick, Inc.	Highland Park, IL	1,906
	Tom Bishop	Bishop Motors, Inc.	Barberton, OH	1,639
	Mike Kelley	Reef Buick, Inc.	Lauderdale Lakes, FL	1,589
	Dave Smith	McClellan Buick, Inc.	La Mesa, CA	1,485
Cadillac	Lori Kressin	Long Cadillac	Roseville, MN	8,791
	Jack Evans	Bayview Cadillac	Ft. Lauderdale, FL	8,407
	Manuel Escoto	Prospect Motors	Jackson, CA	6,589
	Connie Rogers	Heritage Cadillac	Lombard, IL	4,890
	Phil Davis	Polkowitz Motors	Perth Amboy, NJ	4,187
	Rich Grosse	Nesen Cadillac	Thousand Oaks, CA	1,960
	Meri Huskey	R. Penske Cadillac	Downey, CA	1,497
	Donna Janazzo	World of Wheels	Bristol, CT	1,421
	Anita Davis	R. Meier Cadillac	Dallas, TX	1,087
	Jack Rutledge	T. Peacock Cadillac	Houston, TX	1,079
Chevrolet	Jack Evans	Ed Morse Chevrolet	Lauderhill, FL	60,085
	Manuel Escoto	Prospect Motors	Jackson, CA	31,213
	David Lindahl	Diamond Chevrolet	Inglewood, CA	10,225
	S. Yassinger	Z. Frank Chevrolet	Chicago, IL	8,458
	Stu Copp	Rainbow Chevrolet	Honolulu, HI	6,359
	Jim Franseth	Povey Chevrolet	Red Bluff, CA	5,187
	Lloyd Chavez	Burt Chevrolet	Englewood, CO	4,947
	Gus Hubbard	David Penske Chevrolet	King of Prussia, PA	4,861

DEALER AWARDS

1991 FLEET DEALER AWARDS

(For sales occurring in the 1990 calendar year.)

Chevrolet (Cont.)	Chris Hackett	Newman Chevrolet	Garland, TX	4,593
	Rick Nicoletti	Faul Chevrolet	Palatine, IL	4,574
Dodge	Gene Hall	Luke Potter Dodge, Inc.	Winter Park, FL	24,074
	Dottie Fitzgerald	Colonial Dodge	Kenningston, MD	16,287
	Steve Leach	Forest Lake CPD	Forest Lake, MN	10,352
	Jack Evans	Ed Morse Dodge, Inc.	Coconut Creek, FL	4,998
	Dick Weber	Brenninger Motors, Inc.	Lansdale, PA	4,617
	Dewey Hibben	Bothon Dodge, Inc.	Eau Claire, WI	4,388
	John Tomlinson	Dadeland Dodge, Inc.	Miami, FL	3,756
	Debbie Applewhite	Metrolina Dodge, Inc.	Charlotte, NC	2,613
	Vince D'Andra	Cherry Hill Dodge, Inc.	Cherry Hill, NJ	2,594
	Jerry Ulm	Jerry Ulm Dodge, Inc.	Tampa, FL	2,151
Chrysler/ Plymouth	Vic Cinquemano	Precision CPD, Inc.	Winter Haven, FL	21,546
	Manuel Escoto	Amador Motors	Sutter Creek, CA	16,500
	Darryl Draper	Johnny's County Motor Sales	Oaklyn, NJ	4,732
	Ronald Pope	Russ Darrow Waukesha, Inc.	Waukesha, WI	3,872
	Bob Haller	Bloomington Chrysler/Plymouth, Inc.	Bloomington, MN	3,779
	Tony Varner	Allen Cubbage CPD	Stanley, VA	2,636
	Ginger Bower	South Bay Chrysler/Plymouth., Inc.	Torrance, CA	1,970
	Jim Wallace	Galeana Chrysler/Plymouth, Inc.	Ft. Myers, FL	1,832
	George Moser	Dayton Andrews C/P, Inc.	Clearwater, FL	1,742
	Vern Christianson	Ed Barwick Chrysler/Plymouth., Inc.	Napa, CA	1,696
Jeep/Eagle	Michael Bridges	Liberty Jeep/Eagle	Libertyville, IL	749
	Vic Cinquemano	Precision Jeep	Lakeland, FL	668
	Steve Leach	Southview Jeep/Eagle	Inver Grove Hgts., MN	419
	Rich Waters	Ancira Motor Co.	San Antonio, TX	303
	Fred Gerbaz	Berthod Motors, Inc.	Glenwood Springs, CO	237
	Ken Perry	Broadway Jeep/Eagle	Littleton, CO	186
	Don Ziminsk	Emich Jeep/Eagle, Inc.	Lakewood, CO	121
	Greg Signore	Elm Auto Sales	Kearny, NJ	116
	John Newsome	Pope Jeep/Eagle, Inc.	Stone Mountain, GA	109
	Marlene Strano	Dale Jeep/Eagle	Bronx, NY	(Tie) 106
	Sue Stone	West Side Jeep/Eagle, Inc.	Elmhurst, IL	(Tie) 106
Ford	James Hoffer	Jordan Ford	Mishawaka, IN	49,815
	Thomas Stablein	Fairway Ford	Latrobe, PA	31,442
	Bob Karlin/Wayne Harding	Santa Monica Ford	Santa Monica, CA	19,075
	Aldo Fontana	S&C Motors	San Francisco, CA	18,019
	Ted Daniel	Griffin Ford	Frostproof, FL	17,500
	Arnie Anderson	Highland Park Ford	Highland Park, IL	10,147
	Ed McCann/Ed Tennyson	Pacifico Ford	Philadelphia, PA	7,718
	Harold Beaune	Lutz Ford	Palo Alto, CA	7,381
	Jim Thompson	Ottawa Ford	Ottawa, IL	6,304
	Dominic Cantrella	Loman Ford	Woodbridge, NJ	6,280
GMC Truck	Mitch Grotte	Thomas Pontiac-Buick-GMC Truck, Inc.	Coon Rapids, MN	1,800
	Rick Cusick	Fountain Olds/GMC Truck	Orlando, FL	829
	Steve McGowan	Red Holman Pontiac-GMC Truck, Inc.	Westland, MI	650
Isuzu	Rick Cusick	Fountain Motors	Orlando, FL	880
	Gary Grady	Grady Isuzu	Mobile, AL	578
	David Beaumont	Tom Endicott Buick/Isuzu	Pompano Beach, FL	494
	Tim Walker	Gwinnett Mall	Duluth, GA	299
	Duke Page	Sun State Isuzu	Orlando, FL	209
	Mark Smith	Sam White Isuzu	Houston, TX	172
	Bud Killian	Mitchell Motors	Chamblee, GA	140
	Fred Greybill	Rey Reece Isuzu	Portland, OR	132
	William R. King	Superior Isuzu	Gretna, LA	127
	Greg Mitchell	Chapman Isuzu	Tempe, AZ	107
Lincoln/ Mercury	Veronica Howe	Libertyville Lincoln-Mercury	Libertyville, IL	24,095
	Ted Daniel	Island Lincoln-Mercury	Merritt Island, FL	19,080
	Bob Culbertson	Marty Franich Lincoln-Mercury	Watsonville, CA	18,632

1991 FLEET DEALER AWARDS

(For sales occurring in the 1990 calendar year.)

Lincoln/ Mercury (Cont.)	Jim Guedry	Pavilion Lincoln-Mercury	Austin, TX	7,016
	Ed Hartnet	Baranco Lincoln-Mercury	Duluth, GA	5,714
	Al Brooks	Northgate Lincoln-Mercury	Tampa, FL	3,269
	Dave McAvoy	Roto Lincoln-Mercury	Arlington Heights, IL	2,837
	Charles Blackwood	George Grubbs Lincoln-Mercury	Dallas, TX	2,685
	Rick Manley	Findlay Lincoln-Mercury	Findlay, OH	2,627
	Joe David	Pacifico Lincoln-Mercury	Philadelphia, PA	2,551
Mazda	Howard Blakeney	Frank Bommarito Mazda	Ellisville, MO	3,403
	Doug Engle	Don Darr Mazda	St. Louis, MO	1,439
	Manny Hernandez	Assael Mazda	Monrovia, CA	980
	Lamar Ripley	Livermore Mazda	Livermore, CA	805
	John Machado	Delray Mazda	Delray Beach, FL	609
	Jim Schwartz	Schwartz Mazda	Red Bank, NJ	298
	Joe David	Pacifico Mazda	Philadelphia, PA	248
	Ron Weiss	Freeman Mazda	Irving, TX	236
	Lou Verrengia	Puente Hills Mazda	City of Industry, CA	224
	Don Shipman	Dennis Mazda	Olathe, KS	202
Mitsubishi	Tom Zeeff	Cunningham Mitsubishi	Kansas City, MO	575
	Linda Olsen	Max Madsen Mitsubishi	Downers Grove, IL	372
	James Scarcelli	Carlsbad Mitsubishi	Carlsbad, CA	351
	Jan Smith	Bill Seidle's Mitsubishi	Marietta, GA	345
	Edward Handley	Boch Mitsubishi	Norwood, MA	320
	Ronald Carrachico	Gateway Mitsubishi	Toms River, NJ	296
	Cyle Sharp	Teague-Strebeck Mitsubishi	Clovis, NM	292
	Milos Radojevich	Patrick Mitsubishi	Schaumburg, IL	290
	Bruce Fainter	Colonial Mitsubishi	Charlottesville, VA	285
	Don Soper	Michael Mitsubishi	Fresno, CA	184
Nissan	Steve Leach	Northtown Nissan	Minneapolis, MN	2,941
	Eddie Torres	West Covina Nissan	West Covina, CA	1,061
	Eric Nicholson	Corona Nissan	Corona, CA	1,014
	Jim Masters	David McDavid	Houston, TX	904
	Russ Evans	Winner Nissan	Newark, DE	786
	Ben Kay	Bob Brest Nissan	Lynn, MA	612
	Scott Vander Sande	Lamb Nissan	San Diego, CA	600
	Bill Stamps	Colonial Nissan	Feasterville, PA	537
	Rob Randolph	Serramonte Nissan	Colma, CA	510
	Dan DelGrosso	Hippodrome Nissan	Nashville, TN	420
Oldsmobile	Dewey Hibben	Lupient Oldsmobile	Golden Valley, MN	15,780
	Manuel Escoto	Prospect Motors	Jackson, CA	15,414
	Marlene Strano	Dale Oldsmobile	Bronx, NY	12,712
	Dave Wilson	Dan Burns Oldsmobile	Delray Beach, FL	6,386
	Mark Smith	Sam White Oldsmobile Company	Houston, TX	3,575
	Brad Miller	Ray Oldsmobile	Park Ridge, IL	3,495
	Dave Dunn	Emich Oldsmobile	Golden, CO	2,747
	Becky Green	McDavid Oldsmobile	Houston, TX	2,610
	Rick Nicoletti	Larry Faul Oldsmobile	Schaumburg, IL	2,411
	Ed Handley	Boch Oldsmobile	Norwood, MA	2,345
Pontiac	Manuel Escoto	Prospect Motors	Jackson, CA	21,004
	Bud Morrison	J.M. Pontiac	Hollywood, FL	19,967
	Donna Janazzo	Stephen Pontiac Cadillac, Inc.	Bristol, CT	18,512
	Ron Ellis	Rudy Luther's Pontiac-GMC Truck	Minneapolis, MN	11,999
	Sam Emerick	Goode-Taylor Pontiac-GMC Truck	Dallas, TX	7,310
	Hanley Dawson III	Patrick Pontiac	Libertyville, IL	5,247
	Joanne Donohue	Smythe Buick, Pontiac-GMC Truck, Inc.	Santa Clara, CA	4,755
	Rick Nicoletti	Larry Faul Pontiac, Inc.	Schaumburg, IL	4,253
	Tamara Parker	Peninsula Pontiac-Oldsmobile, Inc.	Torrance, CA	4,128
	Skip Brown	Courtesy Pontiac, Jeep	Honolulu, HI	3,974
Subaru	Ken Sanders	Evander Holyfield Subaru	Morrow, GA	2,380
	Linda Cody	Burt Subaru	Denver, CO	1,015
	Jim Thwing	Mark Chris Subaru	Ontario, CA	600

DEALER AWARDS

1991 FLEET DEALER AWARDS

(For sales occurring in the 1990 calendar year.)

Subaru (Cont.)	Wayne Drum	Continental Motors	Anchorage, AK	420
	Dennis Assael	Assael Subaru	Monrovia, CA	400
	Rich Gross	Nesen Subaru	Westlake Village, CA	246
	George Trapp	Niello Porsche-Audi-Subaru	Concord, CA	147
	Jerry McCormick	Glen Subaru	Pocatello, ID	129
	Jim Clark	Del Amo Subaru	Torrance, CA	60
	Dave Berberich	Target Subaru	Boise, ID	40
Toyota	Lloyd Caren	Kendall Toyota	Miami, FL	18,039
	Jeff Lyman	Longo Toyota	El Monte, CA	7,918
	Darrell Brooks	Sterling McCall Toyota	Houston, TX	6,837
	Jack Evans	Delray Toyota	Delray Beach, FL	4,237
	Dave Shapowal	Thompson Toyota, Inc.	Doylestown, PA	4,170
	Steve Graham	Toyota Center, Inc.	West Columbia, SC	3,891
	Chris Hahn	Beechmont Toyota, Inc.	Cincinnati, OH	3,279
	Ed Pearson	Sloane Toyota, Inc.	Glenside, PA	2,551
	Mark Grant	Ft. Pierce Toyota, Inc.	Ft. Pierce, FL	2,287
	John Himmelmann	Lakewood Toyota	Lakewood, NJ	2,058
Volkswagen	Rick Cruz	South Motor Co.	Miami, FL	3,289
	Duke Ohmer	Masterson Motors	Ventura,CA	1,016
	Tony Bogner	Ganley Westside Imports	N. Olmsted, OH	646
	Jim Haller	University VW	Albuquerque, NM	138
	Kevin Garret	Sonnen VW	San Rafael, CA	116
	Ron Ellis	Rudy Luther's Fleet Sales	Minneapolis, MN	94
	Steve Lyman	Verdone VW	Phoenix, AZ	78
	Jeff Neel	VW Gallery	Norwood, MA	74
	Chuck Stockdale	Nefter VW	Thousand Oaks, CA	65
	Laurie Wereges	Mike Haggerty VW	Oak Lawn, IL	59

PENSKE

NEW YORK'S G.M. GIANT

Geo

Cadillac, Buick, Chevrolet, Chevrolet Trucks, Geo, Nation wide drop shipments, Employee purchase programs, and competitive prices.

Margo Steilen
Fleet Manager

Larry DiGioia
Fleet Manager

Fran Frier
Fleet Manager

798 11th. AVE. NEW YORK, N.Y. 10019
(212) 708-3163 OR (212) 708-3164

Are You A Qualified Reader?
Have You Moved?
Need Back Issues?

WHATEVER YOUR READERSHIP NEEDS – WE WANT TO HELP.

SEND ALL READER QUALIFICATION REQUESTS TO:

AUTOMOTIVE FLEET MAGAZINE
BOBIT PUBLISHING
P.O. BOX 1939
MARION, OH 43305-1939

WHEN SENDING CHANGE OF ADDRESS, PLEASE GIVE US YOUR OLD ADDRESS & YOUR NEW ADDRESS.
ALLOW 6–8 WEEKS TO PROCESS.

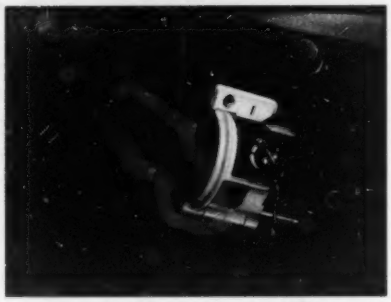
Circle 119 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending April 10,1991. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.

89 BUICK SKYHAWK			
Coupe	5,501	5,554	5,388
Sedan	5,576	5,633	5,464
88 BUICK SKYHAWK			
Coupe	4,508	4,555	4,419
Sedan	4,571	4,617	4,481
90 BUICK SKYLARK			
Cust Sedan	7,602	7,677	7,451
89 BUICK SKYLARK			
Cust Sedan	6,382	6,447	6,256
90 BUICK CENTURY			
Cust Sedan	8,236	8,319	8,071
89 BUICK CENTURY			
Cust Sedan	6,560	6,626	6,429
90 BUICK LESABRE			
Cust Sedan	10,873	10,983	10,657
89 BUICK LESABRE			
Cust Sedan	8,529	8,614	8,357
90 CADILLAC DEVILLE			
Coupe	16,693	16,860	16,361
Sedan	16,863	17,032	16,526
89 CADILLAC DEVILLE			
Coupe	14,286	14,428	14,001
Sedan	14,442	14,589	14,154
90 CADILLAC SEVILLE			
Sedan	17,535	17,709	17,182
89 CADILLAC SEVILLE			
Sedan	14,514	14,660	14,224
90 CHEVY BERETTA			
Coupe	7,503	7,578	7,352
90 CHEVY CORSICA			
Hatchback 4 dr.	7,341	7,416	7,196
89 CHEVY BERETTA			
Coupe	6,304	6,370	6,179
89 CHEVY CORSICA			
Hatchback 4 dr.	6,008	6,068	5,887
90 CHEVY CAVALIER			
Sedan	5,834	5,891	5,717
89 CHEVY CAVALIER			
Sedan	5,080	5,131	4,979
89 CHEVY CELEBRITY			
Sedan	6,000	6,060	5,879
88 CHEVY CELEBRITY			
Sedan	4,769	4,817	4,675
90 CHEVY CAPRICE			
Sedan	8,709	8,797	8,536
89 CHEVY CAPRICE			
Sedan	6,847	6,916	6,709
90 CHRYSLER LE BARON			
Sedan	9,526	9,621	9,337
89 CHRYSLER LE BARON			
Highline Sedan	6,252	6,314	6,125
90 CHRYSLER NEW YORKER			
Salon Sedan	11,380	11,493	11,153
89 CHRYSLER NEW YORKER			
Sedan	9,767	9,863	9,571
89 CHRYSLER FIFTH AVENUE			
Sedan	9,820	9,914	9,621
88 CHRYSLER FIFTH AVENUE			
Sedan	7,812	7,891	7,656
89 DODGE ARIES AMERICA			
Sedan	4,767	4,614	4,670
88 DODGE ARIES AMERICA			
Sedan	3,726	3,763	3,650
90 DODGE SHADOW			
Liftbk 5 Dr	6,373	6,439	6,248
89 DODGE SHADOW			
Liftbk 5 Dr	5,158	5,208	5,055
89 DODGE DYNASTY			
Sedan	8,869	8,959	8,692
90 FORD ESCORT			
Htchbk 4 Dr LX	5,565	5,621	5,454
89 FORD ESCORT			
Htchbk 4 Dr XL	4,462	4,505	4,372
90 FORD MUSTANG			
LX-4 Coupe	7,338	7,413	7,193
89 FORD MUSTANG			
LX-4 Coupe	5,927	5,985	5,807
90 FORD TEMPO			
GL Sedan 4 Dr	6,654	6,721	6,520
89 FORD TEMPO			
GL Sedan 4 Dr	5,271	5,324	5,165
90 FORD TAURUS			
GL Sedan 4 Dr	9,095	9,186	8,915
89 FORD TAURUS			
GL Sedan 4 Dr	6,893	6,963	6,753
90 FORD CROWN VICTORIA			
Sedan	11,186	11,299	10,963
89 FORD CROWN VICTORIA			
Sedan	9,075	9,165	8,894
90 THUNDERBIRD			
Coupe	9,884	9,984	9,687
89 THUNDERBIRD			
Coupe	8,203	8,283	8,038
90 LINCOLN			
Town Car Sedan	17,110	17,281	16,769
Mark VII LSC Coupe	16,659	16,826	16,325
Continental Sedan	15,789	15,947	15,472
89 LINCOLN			
Town Car Sedan	12,930	13,061	12,672
Mark VII LSC Coupe	14,035	14,177	13,756
Continental Sedan	13,969	14,109	13,690
90 MAZDA 626			
LX Sedan 4 Dr	10,332	10,436	10,127
90 MERCURY COUGAR			
LS Coupe	10,358	10,460	10,148
89 MERCURY COUGAR			
LS Coupe	8,668	8,755	8,495
90 MERCURY TOPAZ			
GS Sedan 4 Dr	6,816	6,886	6,683
89 MERCURY TOPAZ			
GS Sedan 4 Dr	5,413	5,467	5,304
90 MERCURY SABLE			
GS Sedan 4 Dr	9,182	9,274	8,999
89 MERCURY SABLE			
GS Sedan 4 Dr	6,947	7,016	6,807
90 MERCURY GRAND MARQUIS			
GS Sedan	11,627	11,743	11,395
89 MERCURY GRAND MARQUIS			
GS Sedan	9,553	9,648	9,362
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,191	6,253	6,068
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	4,806	4,854	4,710
90 NISSAN SENTRA			
Sedan 2 Dr	5,515	5,571	5,406
90 NISSAN STANZA			
XE Sedan 4 Dr	9,217	9,309	9,033
90 NISSAN MAXIMA			
SE Sedan	14,666	14,813	14,373
89 NISSAN SENTRA			
Sedan 2 Dr	4,236	4,276	4,151
89 NISSAN STANZA			
Hatchback 4 Dr	7,215	7,287	7,071
89 NISSAN MAXIMA			
SE Sedan	12,241	12,364	11,998
90 OLDS CIERA			
S Coupe	8,301	8,385	8,136
Sedan	7,951	8,032	7,793
89 OLDS CIERA			
Coupe	6,487	6,553	6,357
Sedan	6,560	6,626	6,429
90 OLDS CALAIS			
Sedan	6,758	6,824	6,623
89 OLDS CALAIS			
Sedan	5,850	5,909	5,734
90 OLDS CUTLASS SUPREME			
Coupe	9,058	9,149	8,877
89 OLDS CUTLASS SUPREME			
Coupe	7,302	7,376	7,156
90 OLDS 98 REGENCY			
Sedan	13,679	13,819	13,407
89 OLDS REGENCY			
Sedan	10,555	10,661	10,342
89 PLYMOUTH RELIANT			
Sedan	4,743	4,791	4,649
88 PLYMOUTH RELIANT			
Sedan	3,726	3,762	3,652
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	6,373	6,439	6,248
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,158	5,208	5,055
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,968	5,019	4,869
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,956	3,995	3,878
90 ACCLAIM			
Sedan	7,213	7,286	7,070
90 PONTIAC SUNBIRD			
LE Sedan	6,541	6,606	6,408
SE Coupe	6,757	6,826	6,622
89 PONTIAC SUNBIRD			
SE Sedan	5,400	5,454	5,291
SE Coupe	5,544	5,601	5,435
90 PONTIAC 6000			
LE Sedan	8,327	8,410	8,157
89 PONTIAC 6000			
LE Sedan	6,255	6,316	6,129
90 PONTIAC GRAND AM			
LE Sedan	7,566	7,644	7,416
89 PONTIAC GRAND AM			
Sedan	6,319	6,382	6,193
90 PONTIAC BONNEVILLE			
LE Sedan	10,931	11,042	10,712
89 PONTIAC BONNEVILLE			
LE Sedan	8,365	8,447	8,197
90 PONTIAC GRAND PRIX			
Coupe	9,365	9,458	9,177
89 PONTIAC GRAND PRIX			
Coupe	7,435	7,511	7,286
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	7,595	7,672	7,445
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,753	9,850	9,557
90 TOYOTA CRESSIDA			
Lux Sedan	15,428	15,582	15,119
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,280	6,344	6,155
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8,057	8,137	7,894
89 TOYOTA CRESSIDA			
Lux Sedan	13,120	13,250	12,857
90 VOLKSWAGEN JETTA			
Sedan 4 Dr	8,357	8,440	8,189
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	7,122	7,192	6,979
90 VOLVO			
240 DL Sedan	13,232	13,364	12,967
89 VOLVO			
240 DL Sedan	11,083	11,196	10,862

NEW PRODUCTS



key may be inserted and withdrawn without removing the lock. Two installation configurations are offered: a basic model with a bracket that fits over the ignition slot and an optional break-away bolt, which makes the lock removable only after many hours of effort. The lock is available for most GM cars and is made of heavy-gauge steel with a protective vinyl coating. *Lok-Itt.*

Circle 228 on Inquiry Card

SIDE RAIL-MOUNTED TOOL BOXES provide secure, organized storage space. Tool-Mates toolboxes are available from Reading Body Works in Standard and Spacemaker models to fit all sizes of pickup truck beds. Both models are constructed of 16-gauge steel, fully electro-welded, and primed and painted to be corrosion-proof and chip-resistant. Standard models come with single or double side opening doors, providing access to tools from out-

side the cargo bay. Slam-action locks secure the boxes. An optional removable shelf with adjustable dividers can be installed to provide customized storage space for individual needs.

Spacemaker models add full-length top-opening compartments with 10 adjustable dividers. Lower compartments can also be equipped with the optional shelf divider. *Reading Body Works.*

Circle 229 on Inquiry Card

MONITOR AND LOG VEHICLES and drivers automatically via computer. Exec-u-log records vehicle, driver and trip information with minimal driver input. The system includes an anti-start module that installs on the vehicle and prohibits vehicle start-up until an authorized driver has entered his or her name and all necessary trip details. Automatic monitoring of speed, braking and idling can help to identify safety problems and vehicle abuse, providing fleet mangers with an early warning to impending vehicle problems. Exec-u-log data can be downloaded to any computer system for analysis or preparing reports. *Execulog, Inc.*

Circle 230 on Inquiry Card

CLASSIFIEDS

LEASE COMPANY CEO NEEDED

Successful, profitable, growing national leasing company with multiple offices is seeking an experienced, top-rated, take-charge executive for its CEO. Qualifications must include proven leadership along with hands-on experience in all areas of fleet leasing, fleet management and general administration and operations. Outstanding compensation and benefits package. Please send resume to: **Automotive Fleet, Box 501, 2512 Artesia Blvd., Redondo Beach, CA 90278.**

AUTOMOTIVE FLEET CLASSIFIED

For information, or to place your classified ad today, call Jackie Woli

(213) 376-8788

GAS PRICES

UNLEADED GAS
Cost Per Gallon

City	Full-Serve	Self-Serve
Juneau, AK	175.9¢	154.9¢
Birmingham, AL	126.6	102.9
Long Beach, CA	148.4	89.4
Denver, CO	157.9	106.8
Washington, D.C.	149.6	104.0
Tampa, FL	169.6	117.2
Maui, HI	190.9	139.9
Chicago, IL	157.8	116.6
Louisville, KY	140.6	105.2
Boston, MA	131.4	118.7
Billings, MT	134.6	111.9
Brooklyn, NY	130.4	116.9
Charleston, SC	131.5	101.9
Nashville, TN	142.7	106.9
Houston, TX	140.8	94.2

The average U.S. full-serve gasoline price for the month of April was 134.9 cents per gallon.
The average U.S. self-serve gasoline price for the month of April was 111.8 cents per gallon.
Survey conducted during the first five working days of April 1991.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.